Exhibit 4 to Second Amended and Supplemental Complaint

Global Media								:		
Franchise Revenue in Excess of 100k										
Weekly Change (from Jan 8 to Jan 15)				Actua	ual		Plg	Pipeline		
The second of th				Dec	Jan	Jan	Feb	Mar	2nd Qtr	Comments
Deal	Product	Probability	Region							The second second second second
Allbritton Communications - acq financing for Fisher Commun (D027037)	Bonds-Corporate High Yield	25.00	Americas		C	C	:	2317		Dination and and
AOL Time Warner - convertible offering (3Q 02) (D024044)	Foulty-Conventible Bonds	000	Amanas							
BC Parners - scan of BertalsmannSpanager (Chass) / Chass * (D024783)	Acquisition Advisory	200	E COLOR			000	: :	(144)	0 00	Pipeiine adjusted
Business Wire - peneral advisory (D005885)	Company of the Company	200	00000	5 6	- · ·	(nnn'e)		.	000 6	Pipeline moved
Company of the first term of t	Civesura a Augusti	20.00	Americas	Э,	9	٥.	0	٥.	(828)	Pipeline adjusted
Callyrelyvelsh - acq incg for Gwest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25.00	Americas	0	0	0	0	٥	(101)	Pipeline adjusted
Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	50.00	Americas	0		(200)	0	0		Pipeline adition
Electronic Arts - general advisory (VUE Games) (D025937)	Acquisition Advisory	0.00	Europe	0	0	0			(4 801)	Ploeling removed
DirecTV USA - bridge finencing (4Q 02) (D020076)	Bonds-Corporate High Yield	26.00	Americas			C		(6.62q)	3340	Dipoline money
DirecTV USA - bridge financing (40 02) (D020076)	Senior Bank Debi	50.00	Americas	0).C	(170)		Dipoline removed
:RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debi	100.00	Americas	C	C	5 201		<u> </u>		Propability obsocia
RM Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debi	75.00	Americas			/A 784)				Cobability charigat
Bain Capital/TH Lee atc - EXCLUSIVITY for Houghton Mifflin / Versaille (D0250Rs)	Acceptation Advisory	100 00	Firms			1000				Probability citariged
Baro Cantral CH as att EXCLISIVITY for United Millio Viveralle (Donesco)	The state of the s	200	3	>		3	>	•	· ·	Probability changed
יים מיין למליוני ליים פיר ביים פיר ביים מיין ויים מיים מיים מיים מיים מיים מיים מיים	Acquistion Advisory	000	cuope	0	0	(1,152)	0	0	0	Probability changed
Dain Cabila/ 17 Lee etc - EXCLUSIVII Y 101 HOUGHON MITTIN / VERSIIIe (D025085)	Bonds-Corporate High Yield	20.00	Europe	0	0	0	3,688	0		Pipeline added
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Senior Bank Debt	50,00	Europe	0	0	0	3,783	0	0	Pipeline added
VIVENDI UNIVERSEI - disposal of US stakes (D025431)	Divestiture Advisory	000	Americas/Europe	0	0	0			(9,746)	Pipeline adjusted
Vivendi Universal - disposal of US stakes (D025431)	Block Trade	25,00	: Americas/Europe	0	0	(144)	٥	0	0	Pipeline adjusted
Young Broadcasting - general advisory (Kran Station) (D025304)	Divestiture Advisory	25.00	Americas	0	0	0	0	0	(3,841)	Pipeline adjusted
Young Broadcasting - general advisory (Kran Station) (D025304)	Divestiture Advisory	0.00	Americas	0	0	0	0		2.837	Pipeline added

PRODUCT	Dec Franchise Revenue	YTD(Dec) Franchise Revenue	Prior YTD Franchise Revenue	B/W PRIOR YTD Franchise Revenue	Jan Franchise Revenue	Balance Of Current Year Thru 12/31 Pipeline	Bal Of Cur Year Probability Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(2)	Future Year Pipeline Probability Weighted(2)
M8A	1,466	31,925	27,867	4,058	591	81,419	10,705	43,221	49,000	(17,075)		
Other Advisory Total Advisory	1,466	31,925	28,037	3,888	591	81,419	10,705	43,221	49,000	(17,075)		
ABL Origination HYCM	3,031	25,992	20,109	5,883	7,566	16,314	5,000	38,558	14,000	11,992		
Leverage Loan rees Project Finance			2	}, ,		, .			•			
Real Estate Totalono Neveriue Real Estate Investment Banking	2 024	43 980	100.00	11 735	7.566	87.013	40.384	91,889	28,000	15,960	. .	
lotal Days Produce Eauliy Underwittina	127	56,557	38,022	18,535	•	58,494	10,285	66,842		56,557	61	45
Private Placement-Equity		808	85	823				806		808	, ,	
Total Equity	127	57,465	38,269	19,196		58,494	10,285	67,750	49,000	8,485	61	45
Capital Benefit / Treasury Allocation		•	, 6	(000)					-			
Other Global markets GM DCM JV		2,856	15,705	(12,848)	•	,		2,856		2,856	ı	
Legacy PF / Telecom / LA Portfolio - NIM		, 991	2,683	(2,683)	1 1			2,991		2,991	, ,	
Incipal lives lig / re Exceptions / Outer Total Legacy Portfolios / Cross Selling / Other	(74)	5,847	18,203	(12,355)			•	5,847	14,000	(8,153)	•	
The state of the s	4 661	139.197	116,734	22.464	8.157	226.926	61,353	208,707	140,000	(803)	61	45

Notes: !) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals 2) Balance of Pipeline includes all future years

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Franchisto	Case	1:07-c	v-()54	47	'1-l	BS	SJ-	·KI	NI	F		Do	С	un	ne	ent	3	3-(6		F	ile	d	06	/16	6/20	300	3	ı	Pa	ag	e 4	4 (of 24	1
Peruchise Franchise Franchise Franchise Franchise Franchise Franchise Franchise Potent (2002) 1111 AID No. 2007 (2002) (2002) (2		Other Coverage Groups	None	NA Lev Fin	щ	None	NA Lev Fin	None	None	ITALY	EUR TECH, Rus.&Turk.	CITY TO A LOCAL COLOR TO THE CO	הסל להלי הסקר הסקר הסקר הסקר הסקר הסקר הסקר הסקר	N CON	EUR SPON, EUR TELE	NA Lev Fin	EUR TECH	EUR TECH	NA FIN STO	S CO Z	EUR SPON, UK	EUR TELE, ITALY, LA	None	IBERIA	Noile LA		1	A H	NA Lev Fin	NA FIN SPO	NA FIN SPO, NA Lev Fin	NA Lev Fin	NA Lev Fin	4 N	NA FIN SPO, NA Lev Fin	
Franchise DEAL Amen Communications - general advisory (D005356) Albritan Communications - general advisory (D005356) Albritan Communications - general advisory (D005356) Albritan Communications - general advisory (P006356) Albritan Communications - general advisory (P006356) Albritan Communications - general advisory (P006357) Echostar - general advisory (P00637) ImpresaDording a point megge of impress with micrater (Geo Cube) (see to (D015714) Johnston Pess - Acquir advisory (P00637) ImpresaDording a point megge of impress with micrater (Geo Cube) (see to (D015714) Johnston Pess - Acquir advisory (P00607) Echostar - general advisory (D00707) End advisory (P00707) End advisory (P0070707) End advisory (P0070707) End advisory (P0070707) End advisory (P0070707) End advisory (P007070707) End advisory (P00707070707) End advisory (P00707070707070707070707070707070707070		Franchise Revenue Jan	591	•	1	• •			•	•	•	•		•	·		ı	ı				ı	•	•		591	591	•	1	,	í	,	•	,		
DEAL Acme Communications - general advisory (D006356) Allatino Communications - general advisory (Project Twist & Shout) Twist & Sh (D010326) Aurea Communications - general advisory (Project Twist & Shout) Twist & Sh (D010326) Benelsaman - Project Rock Tool, D10015641) Echostar - capa advisory and financing (GM - HE) (D014601) Echostar - deneral Advisory (Vivenci) (D1015641) Echostar - deneral Advisory (D1016762) Endormat Communications - deneral advisory (EGD) (D017202) Supplies valuation of Russian assets (D025691) Endormat Echostar - deneral advisory (EdD) (D012204) The Project Enterphrase 1 - HY (4020) (D012204) The Project Enterphrase 1 - HY (4020) (D012204) The Project Enterphrase 1 - HY (4020) (D012208) Echostar - HY (4020) (D0122084) Echostar - Hy (40		Franchise Revenue YTD(Dec)			3,670	1,032	(145)	8,686	96	200	2,367	~ 6	200	203	244	096	750	1,524	533	297	172	1,578	3,408	110	280'L	31,925	31,925	88	2.573	462	4,766	(538)	1,152	1,505	5,480	
DEAL Acme Communications - general advisory (D008395 Allbritton Communications - General Advisory (New AT&T Broadband - general advisory (Project Twist is Aurora Communications - general advisory (New AT&T Broadband - general advisory (D01285 Bretisterann - Project Rock / Rock. (D014819) Echostar - acqn advisory and financing (GM - HE) (Echostar - General Advisory (Vivendi) (D01684) Emmis Communications - general advisory (Project Fininess - (Focus) / Focus (ex-Silinats) (D016864) Gazprom - safe of Gazprom Media to Sputik Group impresa/Cofina - pot merger of impresa wi invested JODecaux - acquisition advisory - Project Deadalus Joneton Press - Acqn advisory or RIM / Pacific. (Landmark Communications - general advisory (2001) (D0109 ProSleben - merger advisory vor RIM / Pacific. (Landmark Communications - general advisory (2001) (D0109 ProSleben - merger advisory with Kirch Media (Pti Scientific Atlanta - acquisition of Barconet-Project Binardel Holdings - spentaral advisory (D000577) Taylor & Francis - acqn of Kluwer Academic Publish TIM Brazil - Project University 1 (TPI - Project Zamora (Latin American Academic Publish Tibune Co. general advisory (radio assets) (D002406) AMC Entertainment - acq financing for General (In Carlye-Weish- acq fing for Qwest Dex East (Phase Enercom Communications - HY Offering (10 01) (Eathy-Pack Affering (10 01) (Galaxy Latin America - HY bond offering (10 01) (Galaxy Latin America - HY offering (10 02) (Galaxy Latin America - HY offering (10 02) (Galaxy Latin America - HY bond offering (10 02) (Galaxy Latin America - HY offering (10 02) (Galaxy Latin America - HY offering (10 02) (Galaxy Latin America - HY bond offering (10 02) (Galaxy Latin America - HY offering (10 02) (Galaxy Latin America - HY bond offering (10 02) (Galaxy Latin America - HY offering (10 02) (Galaxy Latin America - HY bond offering (10 02) (Galaxy Latin America - HY bond offering (10 02) (Galaxy Latin America - HY bond offering (10 02) (Galaxy Latin America - Hy bond offering (10 02) (Galaxy Latin Ameri		Franchise Revenue Dec	•		,	•		•	96	250	, ((71.)	,		•	096	•	ı		•	172	ı	•	,	, ,	1,486	1,466	,	2.573	; i	•	ŧ	•	, (0 '	
				Allbritton Communications - General Advisory (News Ch 8) (D020686)	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	Aurora Communications - general advisory (D012858)	Betterstraint - Troject Nook, (Dolay 13) Echoster - acon advisory and financino (GM - HE) (D014601)	Echostar - General Advisory (Vivendi) (D016541)	Emmis Communications - general advisory (Project Football) / Football (D026447)	Fininvest - (Focus) / Focus (ex-Slimfast) (D016069)	Gazprom - sale of Gazprom Media to Sputnik Group (Astra 1 / Astra 1 (D013840)	impresa/Colina - John merger of Impresa W, Invested (Ice Cube) / Ice Cub (JU15/14)	JCDecaux - acquisition advisory - Project Daedalus (DVZZZSS) Jahneton Dress - Acct advisory for DIM (Daeito (D014013)	John Son, 1975 Communications - consistency for inversion (Reference 2001-02) (D014724)	Liberty Media - Acan opportunities in Europe (D016262)	Pinnacle Holdings - general advisory (2001) (0010190)	ProSleben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014982)	Scientific Atlanta -acquisition of Barconet-Project Baseball / Basebal (D013401)	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	Strong and advisory (DODOST)	Caparicano gonala agreem (Coccessis) Taylor & Francis -acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	TIM Brazil - Project Eifel/Phase 1 (strategic alliance) / Eifel - 1. (D014121)	TMP Worldwide - Project University / University 1 (D013407)	TPI - Project Zamora (Latin American Acquisitions) / Zamora. (D993871)	Tribune Co - general advisory (radio assets) (U002234) TV Globo - Project Mayes (Mayes - 70013628)		tal Advisory	Adalasis of continuous and Adams (20,004,000)	Adelpina Collinanianicaalius - AT Orienius (AC V) (DO 1920) Allibrithon Communications - BY (AC) (OD 1940)	AMC Entertainment - acq financing for General Cinema (D013398)	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase 1 (D023503)	Echostar - HY offering (Hughes Electronics) (D016727)	Entercom Communications - HY offering (1Q 02) (D020688)	Galaxy Latin America - HY bond offering (10 01) (D002033)	Gray Television - HY offering (4Q 02) (D025884) Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959)	
		Case	Franchise Revenue Revenue Other Coverage Groups Dec YTD(Dec)	Franchise Franchise Revenue Revenue Other Coverage Groups DEAL Acme Communications - general advisory (D008356) Acme Communications - general advisory (D008356)	Franchise Franchise Revenue Revenue Revenue Americations - general advisory (News Ch 8) (D020686) - 111 - NA Lev Fin	Franchise Franchise Revenue Revenue Revenue Dec YTD(Dec) Acme Communications - general advisory (News Ch 8) (D020686) Allbritton Communications - General Advisory (News Ch 8) (D020686) Allbritton Communications - General Advisory (News Ch 8) (D020686) AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Shout	Pranchise Franchise Franchise Revenue Revenue Revenue Revenue Dec YTD(Dec) Albritton Communications - general advisory (News Ch 8) (D020686) All Roadband - general advisory (Project Twist & Sh (D010328) AT&T Broadband - general advisory (D012858) AT&T Broadband - general advisory (D012858) Another Communications - general advisory (D012858) AT&T Broadband - 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Case	onbs	UV-	.00	→ /	1-1	ىر	J-r	XI VI	I	ر 1	, ,	cu =	111	C C		00-			11	iiec	<i>i</i> 0	U/	10	<i>i</i>	00	U		ı a	ON FIN SPO CHINA, NA FIN SPO, ASIA SPON A	A FIN SPO C	UI Z	4
	Other Coverage Groups	-	7				7			NA FIN SPO, NA Lev Fin	- C	NA FIN SPO, NA LEV FIN	<u>د</u> د	NA FIN SPO, NA Lev Fin	EUR SPON, GERMANY	None Ette Spont na MEDIA	Z Z							Ë	0	EUR TECH, NA CON		NA FIN SPO	HO VA FIN SPO, V	ASIA SPON, CHINA, NA FIN SPO		
	Other	None	None None	NA Lev Fin	None None	None	None EUR SPON	None		NA FIN SF	NA Lev Fin	NA TIN STO, IN	None	NA FIN SE	EUR SPO	None	EUR SPON			1	None	None	None	NA Lev Fin	None	EUR TEC	None UK	NA CON	NA TIN OHINA.	ASIA SP	None	
	Franchise Revenue Jan	1		2,566		1		,	7,566	•	•	,	1 1		1	•			200	996,7	•	•		•	•	,	, ,	1		,		
	Franchise Revenue	(88)	5,333 (6)	•	106 551	536	1,206	527	25,992	2,860	1,297	5,960	088'L	1,930	1,712	151	1, 125 292	17,968	000	43,960	5,134	85	2,200 4,553	5.287	5,025	296	(1,629)	889	10,033	65	3,747	
	Franchise Revenue))		,	307	} '	r		3,031	•	•	ı	ı	. ,	ı	•	, ,	•		3,031	•		ī	ı f	í	r	a i		, , %) 1		
FRANCHISE - REVENUE BY DEAL AS OF. 15-JAN-2003 EUROS IN 000'S. GLÓBAL MEDIA		PRODUCT DEAL NextMedia Group - HY offering (2Q 01) (D013233)	ProSieben - HY and debt refinancing (D022609) Regio One - HY offering (20.01) (D012201)	RH Donnellev - aca financing for Sprint Yellow Pages (D025434)	Salem Communications - HY offering (4Q 02) (D027241)	Sinclair Broadcast Group - HY offering (4Q 02) (D026015) Sinclair Broadcasting - HY offering (4Q 02) (D021370)	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	Yell - US\$40mm financing for acqn of Moleod Publishing (DU20465) Young Broadcasting - HY Offering (4Q 01) (D014961)	Total HYGM	(D023503) Phase 1) / Phase 1) / Phase 1 (D023503)	Gray Television - bank/equity financing (4Q 02) (D022657)		Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834)	Kerasotes Theaters - Bank Financing(3仏 02) (U021255)	Loews Cillebras Effection February (1905) (1905) ProSishen - HY and debt refinancing (1905)	TF1 - EUR 350mn refinancing - July 2002 (D022100)	Vivendi Universal Entertainment - Refinancing (D025558)	Yell - US\$40mm tinancing for acqn of wideou nuclesting (Dozotov)	UKI EGYCIAYG EVANI VOO	Total Debt Products	(0002) (0005) political accompany offering (000)	Digital River - block trade (4Q 01) (D016304)	Emmis Communications - Block Trade (2Q 02) (D021959)	Entercom Communications - secondary offering (10 UZ) (DuZU128)	Gray LeleyIslon - bankyequity iirtaitoriig (44 22/10222097) Ikon Office Solutions - convertible offering (2Q 02) (D020657)	Internet Capital Group - IPO (D990806)	JCDecaux - IPO (project Fox) / Fox (D004897)	Johnston Press - rights issue for acqn of KlM (D022044)	LIN Television - IPO (D020127)	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia EUM) (Dood+3+)	Public Constitution (2002 (King) / King * (D016091)	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1

139,197

Total Legacy Portfolios / Cross Selling / Other

Total Corporate Finance Product

	FRANCHISE - REVENUE BY DEA AS OF: 15-JAN-2003 EUROS IN 000'S GLOBAL MEDIA	11.			
PRODUCT	DEAL Vivendi Universal - mandatory convertible bond (D026623) XM Satellite Radio - secondary offering (2Q.02) (D022418)	Franchise Revenue Dec	Franchise Revenue YTD(Dec) 22,335 761	Franchise Revenue Jan	Other Coverage Groups FRANCE NA FIN SPO
Total Equity Underwriting		127	56,557	•	
iBe 186 187 SC SC Total Private Placement-Equify	iBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) iBiguity Digital - Private Placement (Q2 02) (D013707) SONICblue - equity private placement (2Q 02) (D021165)		(0) (1) 749 160	, , , ,	None None NA P PLMT NA P PLMT
Total Equity		127	67,466		ı
	AOL Time Warner inc IG Bond. (M3404) Pitney Bowes - IG offering (3Q 02) (D026114) Scholastic Corp - IG offering (1Q 02) (D020146) Viacom - IG offering (3Q 02) (D025676) Walt Disney - \$450mm - IG Bond (D024828) Walt Disney - IG Bond (M3182)	, , , , , ,	141 845 133 657 86 995	,,,,,,	None None None None
Total GM DCM JV			2,856		
AOL Time Warner - S Bertelsmann - USD 1 Comcast Cable - Stra Infinity Broadcasting - Unallocated Event (**	AOL Time Warner - Strategic Lending Contract (M4545) Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) Comcast Cable - Strategic Lending Contract (M2222) Infinity Broadcasting - Strategic Lending Contract (M2221) Unallocated Event (***)	(17) - - (56) (0) (74)	(105) 4,191 (355) (739) (1)	, , , , , ,	None None None None

	L			Franchise Value	e Value				
						Balance Of	;	Franchise Revenue	Probability Weighted
PRODUCT DEAL	PROBABILITY	Jan	F95	Mar	Apr	Year 2003	Future Years	Total	Pipeline
Acme Communications - general advisory (D006356)	75				355		(355)	355	266
Bain Capital/TH Lee stc - EXCLUSIVITY for Houghton Miffiln / Versaille (D025088)	100	1,135			. !		(1,135)	1,135	1,135
BC Partners - acon of BertelsmannSpringer (Chass) / Chass " (D024783)	0 8		, 500		000'5	•	(9,000)	0 00	. 6
Boosey & Hawkes - divestiture advisory/detence & retinancing / Bronze (U015359)	5 52		2,000	•	•	, , , , , , , , , , , , , , , , , , ,	(2,000)	4,000 4,000	5 5
Businessyvira - general govisory (Duodoods) Deutsche Telekom - Sale potions for 16% stake in SES (D011449)	ų o			٠,		9 000		900	ξ.
Digiturk - sell-side advisory (D025150)	25	•		3,000		•	(3,000)	9,000 8	750
Digiturk - sell-side advisory (0025150)	100		,	100	ı	. :	(100)	100	5 5
Emmis Communications - acq of Fisher Communications (D027038)	25					3,310		3,310	828
Emmis Communications - general advisory (Project Football) / Protoall (D026447)) Y		250			094	(250)	250	188
rinnivest - (Focus) / Focus (ex-similas) (botocas) JCDecaux - acquisition advisory - Project Daedatus (D022235)	52		33 '			4,500	·	4,500	1,125
Pearson plc - strategic advisory re Interactive Data Corp (D025865)	0		•			4,729		4,729	•
ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023912)	25			5,000		. 60	(2,000)	5,000	1,250
Reulers - strategic advisory re 53% stake in Tiboo (D026052) Taylor & Francis - on accord Rischwell STM mithlishing subs (D012872)	0 25		, ,			4, 4 900, 90		000,4	1 000
Vivendi Universal - disposal of US stakes (D025431)	9		1	•	,	9,457		9,457	•
Vivendi- Canal Plus French assets M&A/ECM (ex. Technologies) / Centabil (D025296)	25			10,000			(10,000)	10,000	2,500
Young Broadcasting - general advisory (Kron Sistion) (U025304) Total M&A	O	1,135	2,250	18,100	5,355	54,579	(26,840)	81,419	10,706
Total Advisory		1,135	2,250	18,100	5,355	54,579	(26,840)	81,419	10,708
Allbritton Communications - acq financing for Fisher Commun (D027037)	25		•	2,317			(2,317)	2,317	679
Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	05	•	3,688		٠		(3,688)	3,688	1,844
Carlyle/Weish - acq fnog for Qwest Dex VVest(Phase II) / Phase 2 (D025662) Direct7V USA - bridge financing (40 D2) (D020075)	25				3.310	866.0	(3.310)	3,310	828
			3,688	2,317	3,310	866,9	(8,315)	16,314	5,000
(980) COO THE COUNTY OF THE CO	ç		9 783	•	•	•	(3.783)	3.783	1891
Bain Capitairi H Lee std - CACLOSIVII (191 moderno) (1925-1939) Carivie Molsh - acc face for Owest Dex West(Phase II) / Phase 2 (D025662)	R 52		2	5.674			(5,674)	5,674	1,418
Comcast - acq fines for AT&T Broadband (participant bank) (D020813)	8		•	1,702		•	(1,702)	1,702	851
DirecTV USA - bridge financing (4Q 02) (D020076)	S :	. :		17,779			(17,779)	17,779	8,890
Echoster - acqn advisory and financing (GM - HE) (D014601)	ନ୍ଧ ହ	32,722					(32,722)	52,722	5 201
Sinclair Broadcasting - ded, illiancing for opining region (50.020404)	3 0			2.837		,	(2,837)	2,837	•
Vivendi Universal Entertainment - Refinancing (D025558)	75			1,000		•	(1,000)	1,000	750
Total Leverage Loan Fees		37,923	3,783	28,993			(70,699)	70,699	35,363
Total Debt Products		37,923	7,471	31,310	3,310	866'9	(80,016)	87,013	40,364
(ADDACON) (CO OF) portation additionance - variable parity (CO OF)	c			9.457	,		(9.457)	9.457	
Axel Springer/Kirch - Secondary Offering - Protect Annabelle / Annabel (D022480)	• •		•	i .	•	15,000		15,000	٠
BSkyB - GBP 200 million convertible band (D020296)	75			2,500	٠	•	(2,500)	2,500	1,875
Citadel Broadcasting - IPD (D023066)	0 1			2,837	•	. 4	(2,837)	2.837	, <u>a</u>
Medianvation - Sponsoring Agreement (DOZ/OG4) Salem Communications - secondary offering (30 O2) (DO24428)	၉ ဝ			1,182		; •	(1,182)	1,182	
SES Global - €700-1bn IPO - Project Gerard2 / Gerard2 (D013535)	75					8,000	•	8,000	6,000
Texas Pacific Group - IPO (Hunter) / Hunter (D022792)	٥	, ;	ı			10,000		10,000	, 25.0
Vivandi Universal - disposal of US stakes (D025431)	25	9,457	, .	15,978	.].	33,061	(25,373)	58,555	10,330
Total Equity		9,457		15,976		33,061	(26,373)	58,555	10,330

FRANCHISE FUTURE	PIPELINE								•		•				. 4	ō '	•	•	•			,		•			• •				•			,		, ,						•				. ,	
2003 FRANCHISE	PIPELINE	2.837	,	3,310	677,71			32,722		11,490					٠ 4	ē ·			•	2.837	,	, ,	1,000		5,000	1,135	3,688	20.0		ı	. 000	, 4000	9,457	9,457	10,000	, ,		900	5,874		2.837	,	11,490				
JAN FRANCHISE	VALUE		,	1	1 1			•		• 1					•				•		•				,	•	•			٠	•			•				•		٠	+ 1						
YTD DEC FRANCHISE	VALUE	7,032	5,134	•	800	6,000 (538)	(145)	. ;	2,206		96	1.152	5,533 5,480	5,960	(4,595)	, 4	3 9	917	551	1,206	297	657	1 105	749				2.367	2,188	1,649	1,980	· ţ	<u>.</u> ,		, 6	628'L	4	1,032		4,766	2,860	5,134	• 1	98 1.152	4,553	688 (4.595)	
DEC FRANCHISE	VALUE			ı	•			ţ			96	•		•	126				307				•				r			,			7 '	ı	•	, ,	•	,		•	•		• ;	96 .		126	<u>:</u>
	PROB	4 % 0	A/N	52%	20%	¥ ¥	K/A	20%	¥ k	%c7	Z Y	ď.	ξ X	A/A	A S	%5/ VIV	₹ ₹ 2	N/A	∢ :	€ %	e e	Α'N	75%	(4 2 2	%0	100%	20%	% oc 4/N	Q Q Z	NA	A/N	%c7	25%	%0	25%	∢	Ç Ž	A/A	70% 70% 72%	A'X	A/S	g & Z	%	d d Z Z	₹/Z	4 4 2 2	
	PRODUCT	Divestiture Advisory Fauity-IPO	Equity-Secondary	Bonds-Corporate High Yield	Serior Bank Debt	Other M&A Advisory Bonds-Comorate High Yield	Acquisition Advisory	Bridge Loans	Block Trade	Acquisition Advisory	Acquisition Advisory	Bonds-Corporate High Yield	Equity-Secondary Ronds-Corporate High Yield	Senior Bank Debt	Equity-IPO	Equity-IPO	Equity-IPO Bonds-Corporate High Yield	Equity-Secondary	Bonds-Corporate High Yield	Sonds-Corporate High Yield	Divestiture Advisory	Bonds-Corp, Investment Grade	Bridge Loans	Private Placement-Equity	Accinisation Advisory	Acquisition Advisory	Bonds-Corporate High Yield	Senior Bank Debt	Acquisition Advisory	Equity-Rights	Senior Bank Debt	Acquisition Advisory	Block Trade	Divestiture Advisory	Divestiture Advisory	Bonds-Corporate High Yield		Divestiture Advisory	Bonds-Corporate High Yield Senior Bank Debt	Bonds-Corporate High Yield	Serior Bank Debt	Equity-Secondary	Acquisition Advisory	Acquisition Advisory Bonds Comprate High Yield	Equity-Secondary	Equity-1PO Canada Double) :: (::::)
	DEAL	Aurora Communications - general advisory (D012858) Citadel Broadcasting - IPO (D023086)	Cumulus Media - secondary offering (20,02) (D022916)	DirecTV USA - bridge financing (4Q 02) (D020076)	DirecTV USA - bridge financing (4Q 02) (D020076)	Echostar - General Advisory (Vivendi) (Ud16541) Echostar - HY offedno (Hiropes Flectmoles) (Dd16727)	Echostar - acqn advisory and financing (GM - HE) (D014601)	Echostar - acqn advisory and financing (GM - HE) (D014601)	Emmis Communications - Block Trade (2Q 02) (D021959)	Emmis Communications - acq of Fisher Communications (D027038)	Eminis Communications - general addisory (motivate) / roctoris) / roctoris (tozotati) Eminis Communications - general addisory (Project Football) / Football (D026447)		Entercom Communications - secondary offering (10,02) (D020128) Hushas/Panamarat - Protect Patican/Interim financing (10,02) (Patican 1,0015969)	Hughes/PanAmSat - Project Pelican/Interin financing 1002 / Pelican 1 (D015959)	MediaNation - HK\$445.6mn IPO on GEM - Proj Bus / Bus (Asia ECM) (D000494)	MediaNation - Sponsoring Agreement (D027084)	Medianation - Sponsonng Agreement (DUS/US4) Radio Oce - HY offering (20 01) (D012011)	Radio One - Secondary Offering (20,02) (D021881)	Sinclair Broadcast Group - HY offering (4Q 02) (D026013)	Sinclair Broadcasting - HY Offering (4Q 01) (D016235)	Sinciair Broadcasung - bank tinancing (50 02) (0021882) SupeRadio - general advisory (0000577)	Viacom - IG offering (3Q 02) (D025676)	Vivendi Universal Enterlainment - Refinancing (D025558)	Vivendi Universal Enternational - Remainding (UV2505) Biquity Digital - Private Placement (Q2 02) (D013707)	DC Berners - come of Bortelemann Soringer (Chase) / Chase ** (D004783)	50 Farmers - acqn of bet telement opininger (Criess) / Criess (UZZ+7.03) Bain Capital/TH Lee etc. EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Miffilin / Versallie (D025086)	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Gazprom - sale of Gazprom Media to Sputink Group (Astra) / Astra (Louiso4d) Johnston Press - Acon advisory for RIM / Pacific (DD14213)	Johnston Press - rights issue for acqn of RIM (D022644)	Johnston Press - £880mm debt financing for RIM acquisition / Jupiter (D014834)	Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872)	layor o' Francis -acqn or Niuwer Academic Publishing (Natra) / Natra (DUZZO41) Vivendi Universal - discosal of US stakes (DO25431)	Vivendi Universal - disposal of US stakes (D025431)	Wivendi- Canal Plus French assets M&A/ECM (ex.Technologies) / Cantabil (D025296)	Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)	Yell - Uccoping financing for acqn of Mcteco Publishing (DU20465)	Aurora Communications - general advisory (D012858)	Cartyle/Welsh - acq fincg for Qwest Dex West(Phase II) / Phase 2 (D025682)	Carlyle/Welsh- acq finct for Qwest Dex East (Phase 1) / Phase I (D023503)	K East (Pi	Citadel Broadcasting - IPO (DU23056) Cilmidis Media - secondary offering (20 02) (0022916)	Emmis Communications - general advisory (Project Football) / Football (D026447)	Emmis Communications - general advisory (Project Football) / Football (D026447)	Entercom Communications - secondary offering (10 02) (D020128)	Leap Frog Enterprises - IPO financing (D016309)	איביריייין ווויטיבייין מופהן פטט ו פטטן טעט יין טרני ווויטיבייין מופטן פטט ו טעט ווויטיבייין ווויטיביין מופטן
	BANKER	Am ing, Jeffrey																							A conference	Austin, Geomey												Carey, Charles									

PRANCHISE FRANCHISE PIPELINE PIPELINE PIPELINE SI CI	2,317	15,000 2,500 1,135 3,688 3,783 3,783 1,000 1,000 4,500 4,500 4,000 8,000 8,000 8,000 1,000 8,000	4,729 9,457 9,457 10,000
JAN FRANCHISE VALUE 7,566			
YTD DEC FRANCHISE VALUE 65 (39) 1,206 536 536 - - - - - - - - - - - - - - - - - - -	68 2,573 111 2,573 1,621 431 5,287 1,287 203 106 1,088	2,010 4,191 4,191 77 77 77 77 77 1,628)	3,747
DEC FRANCHISE VALUE		· · · · · · · · · · · · · · · · · · ·	(12)
PROB 75% NA NA NA NA NA NA NA NA N	Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z	0% 155% 100% 50% 50% 50% 100% 100% 255% 255% 255% 255% 255%	25% 25% 25% 25%
PRODUCT Equity-IPO Equity-IPO Equity-IPO Bonds-Corporate High Yield Bonds-Corporate High Yield Senior Bank Debt Equity-Secondary Bonds-Corporate High Yield Bonds-Corporate High Yield Senior Bank Debt Divesillure Advisory Bonds-Corp. Investment Grade	Bonds-Corporate High Yield Bonds-Corporate High Yield Bonds-Corporate High Yield Bonds-Corporate High Yield Divestiture Advisory Senior Bank Debt Cliner M&A Advisory Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Equity-Secondary Bonds-Corporate High Yield Equity-Secondary Equity-Secondary	Equity-Secondary Acquisition Advisory Equity-Convertible Bonds Acquisition Advisory Bonds-Corporate High Yield Senior Bank Debt Acquisition Advisory Divestiture Advisory Acquisition Advisory Acquisition Advisory Defense Advisory Defense Advisory Equity-IPO Senior Bank Debt Acquisition Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory	Merger Advisory Acquisition Advisory Equity-Convertible Bonds Block Trade Block Trade Divestiture Advisory Divestiture Advisory
DEAL Medialution - Sponsoring Agreement (D027084) Medialution - Sponsoring Agreement (D027084) Medialution - Sponsoring Agreement (D0132084) Meximedia Group - HY offerling (20 01) (D013233) Meximedia Group - HY offerling (20 01) (D013233) RH Donnelley - acq financing for Sprint Yellow Pages (D025434) RH Donnelley - acq financing for Sprint Yellow Pages (D025434) Radio One - Secondary Offerling (20 02) (D021881) Sinciair Broadcasting - HY Offerling (40 01) (D016235) Sinciair Broadcasting - bank financing (30 02) (D021892) SupeRadio - gangaral advisory (D000577) Viacom - 1G offering (30 02) (D025676)	Adelphia Communications - HY Offering (2Q 01) (D013200) Allbritton Communications - General Advisory (News Ch 8) (D020886) Allbritton Communications - HY (AD Q) (D020846) Allbritton Communications - HY (AD Q) (D0208466) Allbritton Communications - HY do Q) (D0208646) Gaylord Enterdamment - Project Worship (Vorship (D013127) Gaylord Enterdamment - Project Worship (Vorship (D013127) Gray Television - bankequily financing (4Q 02) (D022867) Gray Television - HY offening (4Q 02) (D02287) Salem Communications - HY offening (4Q 02) (D022428) Thbune Co- general advisory (radio assets) (D002234) XM Satellite Radio - secondary offening (2Q 02) (D022428)	Avel Springer/Kirch - Secondary Offering - Project Annabelie / Annabel (D022480) BC Pentners - acqn of Bertelstmann-Shroper (Chasss) / Chass • (D024783) BSNB - GBP 200 million convertible bond (D020269) Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Banchesmann - USD 1,450 in synicialed loan facility - Janch 2 (D013840) Boutsche Telekorn - Sale options for 16% stake in SES (D011449) Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025150) Impress/Coffma pot merger of impress w/ investec (tec Cube) / icc cub (D015714) JCDecaux - IPO (project Fox) Fox (D04881) JCDecaux - IPO (project Fox) Fox (D04881) JCDecaux - acquisition advisory - Project Daedalus / Daedalus, (D02235) Penson ple - strategic advisory - Boyect Operadelus / Daedalus, (D022855) Penson ple - strategic advisory - Boyect Operadelus / Daedalus, (D023855) Prosiben - strategic advisory - Boyect Operadelus / Denenix / Phoenix (D0298871) Teyror & Francis - Crob-Ibn IPO - Project Phenetry (D013835) TE1 - EUR 32 amon efficancing - July 2002 (D022100) Te1 - Project Sanora (Latin American Acquisitions) / Zamora. (D993871) Typor & Francis - disposal of US stakes (D025431) Vivendi Universal - disposal of US stakes (D025431) Vivendi Linkersal - disposal of US stakes (D025431)	Impresa/Odina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) Pearson pic - strategic advisory re Interactive Data Corp (D026865) Publics Groupe SA - conventible bornd 01 2002(King) / King * (D016091) Vivendi Universal - disposal of US stakes (D025431) Vivendi Universal - disposal of US stakes (D026431)
BANKER	Graves, Daniel B.	Lovagrove, Slephen	Lovell, Nicholas

	FRANCHISE - REVENU 2003-1 (含) EUR	E & PIPELINE BY MD & DIR 11-15 (Wod) 15 IN OOU'S nal Media.						
BANKER Macinnes, Bruce	DEAL. Bertalsmann - Project Rock / Rock (D014619) Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025160) Fininvest - (Focus) / Focus (ex-Simmast) (D016069) Fininvest - (Focus) / Focus (ex-Simmast) (D016069) Fininvest - (Focus) / Focus (ex-Simmast) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) ProSiben - HY and debt refinancing (D022609) ProSibens - HY and debt refinancing (D022609) ProSibens - HY and debt refinancing (D022609) ProSibens - Strategic divestique advisory - Project Phoenix (D023912) SloxyFirst - valuation of Russian assets (D022060) Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	PRODUCT Acquisition Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory Fairness Opinion Fairness Opinion Valuation Serior Bank Obt Merger Advisory Defense Advisory Equity-IPO	FROB 100% 100% 100% 100% 100% 100% 100% 100	DEC FRANCHISE F VALUE 	YTD DEC FRANCHISE F VALUE 2,010 500 2,367 5,387 5,333 1,712 1,712	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE 100 3,000 250 250 1000 10,000	FRANCHISE FUTURE PIPELINE - - - - - - - - - - - - - - - - - -
Morris, J L Malcolm	AOL. Time Warner - convertible offering (3Q 02) (DQ24044) Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) Hughes/PanAmSat - Project Pelican/interim financing 1Q02 / Pelican 1 (D015959) Pinande Holdings - general avissory (2001) (D01790) Specitrasite Holdings - Fairness Opinion (3B0) (D022702) TIM Brazit - Project Elie/iPhase 1 (strategic alliance) / Eliel - 1. (D014121) TV Globo - Project Waves / Waves (D013526)	Equity-Convertible Bonds Bonds-Corporate High Yield Senfor Bank Debt Divestilure Advisory Effiness Opinion Other M&A Advisory Divestilure Advisory	%	99	5,480 5,980 960 533 1,578 89		9,457	
Paul, Gregory R.	AMC Entertainment - acq financing for General Circena (D013389) Acme Communications - general advisory (D00358) Acme Communications - general advisory (D00358) Acme Communications - general advisory (D00358) Galaxy, Latin America - HY bond offering (10, 01) (D002033) Kerasotes Theaters - Bank Financing (30, 02) (D021255) LIN Television - IPO (D020127) Loews Cineplex Entertainment - axt financing (10, 02) (D016576) Young Broadcastling - HY Offering (40, 01) (D014981) Young Broadcastling - general advisory (Kron Station) (D025304)	Bonde-Corporate High Yield Divestiture Advisory Divestiture Advisory Bonde. Corporate High Yield Senior Bank Debt Equity-IPO Senior Bank Debt Senior Bank Debt Bondes-Corporate High Yield Divestiture Advisory	78% 78% 78,78 78,7		462 1,505 659 10,033 1,930 527	66	355	
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021255) Loews Cinepiex Entertairment - exit financing (1Q 02) (D016576) Young Broadcasting - HY Offering (4Q 01) (D014961)	Senior Bank Debt Senior Bank Debt Bonds-Corporate High Yield	A A A N/A N/A		659 1,930 527			
Trun-Hohenstein, Christian	Bertalsmann - Project Rock / Rock (D014619) Bertelsmann - USD 1,450 bn syndicated loen facility - Jan02 (D023840) Deutscher Telekom - Sale opticins for 169% stake in SES (D011449) Fininvest - Focus / Focus (ex-Silmfast) (D016089) Fininvest - Focus / Focus (ex-Silmfast) (D016089) Fininvest - Focus (ex-Silmfast) (D016089) Taylor & Francis - pot acqn of Blackwell STM publishing subs (D012872) Vivendi Universal Fertraliament - Refinancing (D025558) Vivendi Universal Entertainment - Refinancing (D025558)	Acquisition Advisory Short Term Finance Divestillere Advisory Farmass Opinion Faimess Opinion Acquisition Advisory Equity-Convertible Bonds Bridge Loans	N/A 0% 0% 75% N/A 75% N/A N/A		2,010 4,191 500 22,335 1,125		6,000 250 4,000 1,000	
Triffo, Dyan	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) BusinessWife - general advisory (D005865) Comcast - aced fineg for AT&T Broadband (grarticipant bank) (D020813) Clomcast - aced fineg for AT&T Broadband (grarticipant bank) (D020813) Liberry Media - Aced roportunities in Europe (D016282) Liberry Media - Aced roportunities in Europe (D016282) Vivendi Universal - Broject University / University / University (D013407) Vivendi Universal - disposal of US stakes (D025431) Vivendi Universal - disposal of US stakes (D025431) Walt Disney - \$450mm - IG Bond (D024828)	Divestiture Advisory Divestiture Advisory Sentor Bank Debt Equity-Secondary Acquisition Advisory Acquisition Advisory Block Trade Divestiture Advisory Bonds-Corp. Investment Grade	N/A 25% 50% N/A N/A 0% N/A N/A	(5 + 1 + 1 + 1 + 1	3,670		4,256 1,702 	
Yung, Sun J.	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Comcast - acq fincg for AT&T Broadband (participant bank) (D020813) Ikon Office Solutions - convertible officing (20 (2) (D020657) Pliney Bowes - 16 offering (30 02) (D026114) SONICIDIue - equity private placement (20 02) (D021165)	Divestiture Advisory Senior Bank Debt Equity-Convertible Bonds Bonds-Corp. Investment Grade Private Placement-Equity	Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z Z		3,670 5,025 845 160		1,702	



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				B/W PRIOR			Balance Of	Year				Full Year		
	Dec	YTD(Dec)	Prior YTD	YTD	% Change	Jan	Current Year	Probability	2003 Full	2002 Fittl	6/W 2002 Full Year	Forecast over 2002 Full Year	2002 Full	B/(W) 2002
PRODUCT	Revenue	Revenue	Revenue	Revenue	Year	Revenue	Pipeline	Pipeline	Forecast	Year Actual	Actual	Actual	Year Plan	Full Year Plan
M&A	1,056	23,370	14,212	9,159	84%	591	31,705	2,157	2,748	23,370	(20,622)	%89°	25,650	(2,280)
Other Advisory	•	•	170	92	-100%		•	•	٠	•	•	N/A		
Total Advisory	1,056	23,370	14,382	8,989	63%	591	31,705	2,157	2,748	23,370	(20,622)	-88%	25,650	(2,280)
										•				
ABL Origination	•	•		•	₹ Z			,			•	4/2		•
HYCM	3,031	18,730	17,818	1,113	- %	7,566	12,625	3,156	10,722	18,730	(8,008)	43%	2,330	11,400
Leverage Loan Fees	•	13,832	885	12,947	1464%		66,916	33,472	33,472	13,832	19,640	142%	7,330	6,502
Project Finance			•		A'N		•		•		•	K/N		
Leveraged Portfolio Revenue		•			¥.X		,		•	•	٠	Αχ	•	
Real Estate Investment Banking		•	,	•	N/N		•		,	,		A/N	•	
Total Debt Products	3,031	32,562	18,502	14,060	%92	7,566	79,542	36,628	44,194	32,562	11,532	36%	14,660	17,902
	725	30.454	19 845	10,609	53%	•	22 994	2.410	2.410	30,454	(28,045)	-95%	•	30,454
Private Placement-Fourty		908	85	823	%698		. •		. '	806	(808)	-100%		808
Structured Foulty Transactions Group	•	•		•	K.N				,		•	N/A		
Total Equity	126	31,362	19,930	11,432	57%		22,994	2,410	2,410	31,362	(28,962)	-85%	25,650	6,712
-										•				
Capital Benefit / Treasury Allocation	•		•	,	ď.	•		•				W		
Other Global Markets		•	•	,	ď Ž	•	•		•	•	•	¥ X		. ;
GM DCM JV		2,856	7,194	(4,338)	%09-	•				2,856	(2,856)	.100%		2,856
Lensey PF / Telecom / LA Portfolio - NiM	•	•	2.683	(2.683)	-100%		•	•		٠		₩ X	•	•
Principal Investing / PE Exceptions / Other	(73)	(1,189)	(1,085)	(113)	401	•	•		•	(1,199)	1,199	-100%		(1,199)
Total Legacy Portfolios / Cross Selling / Other	(73)	1,667	8,792	(7,136)	-81%					1,657	(1,657)	.100%	7,330	(6,673)
Tate Amount Electric	4 140	88.952	84.606	27.346	44%	8.167	134,241	41,195	49,352	88,952	(39,600)	-45%	73,290	15,862

Nobs:

1) Desis are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2) 2003 Plan not yet available

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		Franchise	Franchise	Franchise	·
PRODUCT	DEAL	Revenue Dec	Revenue YTD(Dec)	Revenue Jan	Other Coverage Groups
	Acme Communications - general advisory (D006356)	•	,	591	None
	Allbritton Communications - General Advisory (News Ch 8) (D020686)	,	111		NA Lev Fin
	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328)	,	3,670	•	EUR TELE, NA TELE
	Aurora Communications - general advisory (D012858)	,	1,032		None
	Echostar - acqn advisory and financing (GM - HE) (D014601)	٠	(145)	•	NA Lev Fin
	Echostar - General Advisory (Vivendi) (D016541)		8,686		None
	Emmis Communications - general advisory (Project Football) / Football (D026447)	96	96		None
	Landmark Communications - general advisory(Retainer 2001-02) (D014724)	,	203	•	None
	Liberty Media - Acqn opportunities in Europe (D016262)		244	•	EUR SPON, EUR TELE
	Pinnacle Holdings - general advisory (2001) (D010190)	096	096		NA Lev Fin
	Scientific Atlanta -acquisition of Barconet-Project Baseball / Basebal (D013401)	,	1,524	•	EUR TECH
	Spectrasite Holdings - Fairness Opinion (SBC) (D022702)	,	533		NA FIN SPO
	SupeRadio - general advisory (D000577)	1	297		None
	TiM Brazil - Prolect Elfel/Phase 1 (strategic alliance) / Elfel - 1. (D014121)		1.578	,	EUR TELE ITALY LA
	TMP Worldwide - Project University / University 1 (D013407)		3 408	•	
	Tribune Co - general advisory (radio assets) (D002234)		1 086	•	e don
	TV Globo - Project Waves / Waves (D013628)	,	88	•	3
Total M&A		1,056	23,370	591	
					1
Total Advisory		1,056	23,370	591	
	Adolphis Communications IIV Office Co. (1004.000)				: }
	Adeipina Communications and Chemic (AC CT) (DOISEO)	, [000	•	מו ביי
	Audition Communications - FT (4Q UZ) (DUZU4U5)	2,573	2,573	•	NA Lev Fin
	Contrib Mole by the feet for the feet of the Center of the feet of	,	704	•	
	Califoryveisir acq inicg for twest Dex East (*Flase 1) / Flase 1 (DUZSSUS)	,	4, (60	•	NA TIN OPO, NA LEV TIN
	Haterson Communications - HV offeren (10 00) (DODOES)	•	(330)	•	
	Calcoli of the America IV hand offering (10 04) (Doctors)	•	1,132		ולא הפג אוו
	Galaxy Lattir Arrience - T1 bord otterfrig (12 01) (DOUZUSS) Grav Television - DX offering (40 00) (DOUZUSS)	י ע	2,505		
	Gray relevision - the orientia (+Q oz) (Odzboo4) Gray celevision - the orientia orientia formation 4000 / Dollars 4 /0045050)	4 5	- 64 4	•	
	' I	• •	004,0		מסקע
	Radio One - HY offering (20 01) (001001)		(6)		
	RH Donnelley - and financing for Sprint Vellow Pages (D025434)	, ,	9 '	7 566	
	Salam Communications - HV offering (40,027,041)	901	80	2	None
	Sinclair Broadcast Group - HY offering (40,02) (D026013)	307	551		None
	Sinclair Broadcasting - HY offering (10,02) (D021370)	,	536		None
		•	1.206		None
		,	527		S COZ
Total HYCM		3 034	18.730	7.566	
		10015	20.001	2221	1
	Carlyle/Welsh- acq fncg for Qwest Dex East (Phase 1) / Phase I (D023503)	,	2,860	•	NA FIN SPO, NA Lev Fin
		,	1,297	•	NA Lev Fin
	Hughes/PanAmSat - Project Pelican/Interim financing 1002 / Pelican 1 (D015959)		5,960		NA FIN SPO, NA Lev Fin
	Kerasotes Theaters - Bank Financing (3Q 02) (D021255)	•	629		None
			1,930	•	NA FIN SPO, NA Lev Fin
1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	VIVENDI Universal Entertainment - Retinancing (UUZ55558)	·	1,125	,	FOR STOR, FOR MEDIA
Cora Leverage Loan Fees			15,852	-	

	FRANCHISE - REVENUE BY DEAI AS OF, 15-JAN-2003 EUROS IN 000'S NA MEDIA		n e		
		Franchise	Franchise	Franchise	
PRODUCT	DEAL	Revenue Dec	Revenue YTD(Dec)	Revenue Jan	Other Coverage Groups
Total Debt Products		3,031	32,562	7,566	
J	Cumulus Media - secondary offering (2Q 02) (D022916)		5,134		None
ט	Digital River - block trade (4Q 01) (D016304)	1	85		None
ا س	Emmis Communications - Block Trade (2Q 02) (D021959)		2,206	•	None
C	Entercom Communications - secondary offering (1Q 02) (D020128) Gràv Televiston - bankten ith financing (4O 02) (D020557)		4,553 287		None NA Ley Fin
. =	Ikon Office Solutions - convertible affering (2Q 02) (D020657)	,	5,025	i	None
	Internet Capital Group - IPO (D990806)	,	296		EUR TECH, NA CON
	Leap Frog Enterprises - IPO financing (D016309)		688		NA CON, NA FIN SPO
	Lin Television - IPO (D020127) MediaNation - HK\$445.6mn IPO on GEM - Prol Bus / Bus (Asia ECM) (D000494)	126	(4.595)	. 1	CHINA. NA FIN SPO. ASIA SPON
~	MediaNation - Sponsoring Agreement (D027084)		65		ASIA SPON, CHINA, NA FIN SPO
	Radio One - Secondary Offering (2Q 02) (D021881)	•	917		None
Total Equity Underwriting	in Salemie Radio - secondary offering (24 oz) (Dozzał (6)	126	30,454		
	lBeam Broadcasting-Warrant Income Realized/Unrealized (M1590) Beam mim (M1574)	, ,	<u> </u>		None
- ~	iBeauty Digital • Private Placement (Q2 02) (D013707)	, ,	749		NA P PLMT
3	SONICblue - equity private placement (2Q 02) (D021165)	•	160	•	NA P PLMT
Total Private Placement-Equity			808		
Total Equity		126	31,362		
7	On Time Warnering Of Bond (Mayod)		4	•	o co
	Dittory Rowse - 10 Offering (20 00) (2008444)		2 2		900
	Scholastic Corp. 1G offering (10,02) (0020114)		133		S S S S S S S S S S S S S S S S S S S
	Viacom - 1G offering (3Q 02) (D025676)		657	•	None
	Walt Disney - \$450mm - IG Bond (D024828)	,	98	,	None
	Wall Disney - IG Bond (M3182)	-	995	•	None
Total GM DCM JV			2,856	•	
	AOL Time Warner - Strategic Lending Contract (M4545)	(11)	(105)	,	None
	Comcast Cable - Strategic Lending Contract (M2222)	, (1	(355)		None
Total Princinal Investing / PE Exceptions / Other	nilnity Broadcasting - Strategic Lending Contract (MZZZ1) Froentions / Other	(73)	(1,199)	-	e con e
8		(2.1			
Total Legacy Portfolios / Cross Seiling / Other	ss Selling / Other	(73)	1,657		
Total Cornerate Finance Product	1114	4 140	88.952	8.157	ı
201 - 2	745/1 				

	Ca	se 1:0	7-	CV-	05	547	71-	BS	SJ	-K	NF	=	D	00	cui	m	en	t 3	3-	6		F	Fil	ed	0	6/	16	20	80	3	Р	age	e 15	of	24	Ļ
		Probability Weighted Pipeline	L	266 1,064	828		2,157		2,157	579	1,730 828	3,156	1,419	068.8	16,381	5,201	750	33,472	36,628		•	91	2.384	2,466	9 455	7,430	41,241									
		Franchise Revenue Total		355 4,258	3,310	11,490	2,837 31,705		31,705	2,317	3,310	12,625	5,674	17,779	32,722	5,201	1,000	66,916	79,542	0 457	2,837	121	1,182	23,055	220.60	250/63	134,302									
		Future Years		(355)	,		(355)		(365)	(2,317)	(3,310)	(5,627)	(5,674)	(1,702)	(32,722)	(5,201)	(1,000)	(916)	(72,543)	727	(2,837)	61	(1,182)	(22,873)	(040 04)	(44,013)	(96,771)									
		Balance Of Year 2003		4,256	3,310	11,490 9,457	2,837		31,350		866'9	8,998						*	6,998			61	,	61		10	38,409									
	e Value	, a	į	355			356		355	•	3,310	3,310							3,310			•	•			-	3,666									
	Franchise Value	ă	N. P.		•		, ,			2,317		2,317	5.674	1,702			2,837	28,993	31,310		9,457		1,182	13.476		13,476	44,787									
EAL.		<u>.</u> نا	D L		•	e 1	. -		-							•											ŀ									
PIPELINE BY D 15-JAN-2003 NS IN 000'S MEDIA.		5	2			• 1	,		•	,					32,722	5,201		37,923	37,923			•	•	9,457		9,457	47,380									
FRANCHISE - AS OF EURO NA	L] = 0 0 0	rkoaAgici 1	75	22	00	0			25	25		25	90	90	100	0 22				0 6	75	0	25												
			PRODUCT DEAL	Acre Communications - general advisory (D006366)	business ville - general advisory (Dougoos) Emmis Communications - acq of Fisher Communications (D027038)	Emmis Communications - general advisory (Project Football) / Football (D026447)		I OTZE MICA	Total Advisory	Alibritton Communications - acq financing for Fisher Commun (D027037)	Carlyle/Welsh - acq fing for Qwest Dex West(Phase II) / Phase 2 (D025662)	Total HYCM	Carlyle/Welsh - acq fnog for Qwest Dex West(Phase II) / Phase 2 (D025662)	Comcast - acq fined for AT&T Broadband (participant bank) (D020813)	DirecTV USA • bridge financing (4Q 02) (D020076) Echostar - acon advisory and financing (GM • HE) (D014601)	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Sinclair Broadcasting - bank financing (3Q Q2) (D021892)	Total Leverage Loan Fees	Table December	Total Debt Froducts	AOL Time Warner - convertible offering (3Q 02) (D024044)	Citadel Broadcasting - IPO (DUZSUBS) MediaNation - Sponsoring Agraement (D027084)	Salem Communications - secondary offering (3Q 02) (0024428)	Vivendi Universal - disposal of US stakes (D025431)	lotal Equity Underwriting	Total Equity	Total Corporate Finance Product									

			ñ.	DEC	YTD DEC FRANCHISE	JAN FRANCHISE	2003 FRANCHISE	FRANCHISE FUTURE
BANKER	DEAL	PRODUCT	PROB	VALUE	VALUE	VALUE	PIPELINE	PIPELINE
Aming, Jeffrey	Aurora Communications - general advisory (D012858)	Divestiture Advisory	α Z		1,032	. 1	2 837	
	Citadel Broadcasting - IPO (D023066)		8 8 2	, ,	5.134		; ;	•
	Cumulus media - secondary one and (c.g. oz.) (Dozzano) Dreody (190 - Eddos fissocho (d.) 00 (D000078)	Bonds-Comorate High Yield	25%		. '		3,310	•
	Directy USA , bridge filencing (40.02) (Dozocza)	Senior Bank Debt	20%		•	1	17,779	
	Echostar - General Advisory (Vivendi) (D016541)	Other M&A Advisory	ΑN		8,686	•		•
	Echostar - HY offering (Hughes Electronics) (D016727)	Bonds-Corporate High Yield	A/N		(538)		•	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Acquisition Advisory	V.A		(145)		32 722	
	Echostar - acqn advisory and financing (GM - HE) (D014601)	Bridge Loans	8 4 20		2 208			
	Emmis Communications - Block Trade (z.C. 02) (D021959) Emmis Communications - act of Eisber Communications (2023)	Acquisition Advisory	25%				3,310	
	Emilia Communications - gard of I share Communications (2017)	Acquisition Advisory	%				11,490	•
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	V/Z	98	96	•		
	Entercom Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	¥:	1	1,152	•	*	
	Entercom Communications - secondary offering (10 02) (D020128)	Equity-Secondary	ď.	ı	4, 4 500, 4	• •		
	Hughes/PanAmSat - Project Pelican/Interim financing 1002 / Pelican 1 (D015959)	Bonds-Corporate High Yield	(<	e 1	090		. 1	•
	Hughes/PanAmSat - Project Pelican/Interim financing 1002 / Pelican 1 (U010909)	Senior Dank Debt	(4) 2	126	(4,595)		•	
	Medianation - HK6445.6mn IPC on GEM - Proj Bus / Bus (Asia ECM) (Douglast)		75%	· į	(222)	,	91	61
	MediaNation - Sponsoning Agreement (DUZ/004)	Cdistribution	Y X		65	,	•	•
	Medianation - Sponsoring Agreement (DAZ/064)	Bonds-Corporate High Yield	A/Z	,	(9)		•	•
	Charle Original Committee (C.C. C.) (DOINGE)	Equity-Secondary	N/A		917	,	•	
	Caulair Broadcast Group - HY offering (40 02) (D026013)	Bonds-Corporate High Yield	N/A	307	551		•	
	Sinclair Broadcasting - HY Offering (40 01) (0016235)	Bonds-Corporate High Yield	N/A		1,206	•		
	Shotair Broadcasting - bank financing (30.02) (D021892)	Senior Bank Debt	%0				2,837	
	· -	Divestiture Advisory	¥ :		297		ŧ	
	Viacom - IG offering (3Q 02) (D025676)	Bonds-Corp. Investment Grade	ν.		65/		, 5	•
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	75%		1.08	• 1	oo, .	
	Vivendi Universal Entertainment - Refinancing (D025558)	Bridge Loans	(<u> </u>		749		. ,	
	Biquity Digital - Private Placement (Q2 02) (D013707)	Private Placement-Equity	Į.		n t	•		
popod verso	Amon Commissions - paperal advisory (D012858)	Divestiture Advisory	A/A		1,032	•		•
Celsy, Oldilas	Cadyle Welsh - aco foce for Owest Dex West(Phase II) / Phase 2 (D025662)	Bonds-Corporate High Yield	25%		•	ı	866'9	
	Carlyle/Welsh - acq fincs for Qwest Dex West(Phase II) / Phase 2 (D025662)	Senior Bank Debt	72%	,			5,674	• •
	Carlyle/Welsh- acq fincg for Qwest Dex East (Phase 1) / Phase I (D023503)	Bonds-Corporate High Yield	¥ \$	•	097,4		, ,	
	Carlyle/Welsh- acq fincg for Qwest Dex East (Phase 1) / Phase I (D023503)	Senior Bank Debt	¥ %		00'7		2.837	
	Cleader Broadcasting - (PO (D023086)		s e		5,134	•		
	Cumulus Media - secondary offering (20 oz.) (Dozzalo)	Acquisition Advisory	%	•		•	11,490	
	Emmis Communications - general advisory (Project Football) / Football (D026447)	Acquisition Advisory	A/A	96	98			•
	Entercorn Communications - HY offering (1Q 02) (D020688)	Bonds-Corporate High Yield	۷.	,	1,152	•		
	Entercom Communications - secondary offering (1Q 02) (D020128)	Equity-Secondary	₹		4,00,4	•		
	Leap Frog Enterprises - IPO financing (0016309)	Equity-IPO	4/14	128	(4.595)	•	•	•
	Medianation - HX\$445,6mn IPO on GEM - Proj Bus / Bus (Asia EUM) (DUUU494)	Collection	75%				61	61
	MediaNation - Sportsoffing Agreement (D027084)	Equity-1PO	K/Z		65			•
	NaviMedia Group - HY offering (20 01) (D013233)	Bonds-Corporate High Yield	۷ ک	,	(88)		•	•
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Bonds-Corporate High Yield	Α'N S			996'/	5 201	
	RH Donnelley - acq financing for Sprint Yellow Pages (D025434)	Senior Bank Debt	800		- 6	. ,	2 ,	•
	Radio One - Secondary Offering (20 02) (D021881)	Equity-Secondary	(A		1.206			
	Sinclair Broadcasting - HY Offeng (4Q 01) (D016236)	Bonds-Comprate High Yield	ξχ		536			
	Singlair Broadcasting - m 1 dirently (14 02) (D02 1970)	Senior Bank Debt	%		•	•	2,837	,
		Divestiture Advisory	N/A		297	•	•	•
	Uscom - 1G offering (3Q 02) (D025676)	Bonds-Corp, Investment Grade	۲ ک		857			
a loice C	6 delakia Comminations • HY Offering (20 01) (0013200)	Bonds-Corporate High Yield	A/N		89	•		
Glades, Carrello.	Albritton Communications - General Advisory (News Ch 8) (D020686)	Fairness Opinion	۷/۷ :	, ,	111			
	Allbritton Communications - HY (4Q 02) (D020406)	Bonds-Corporate High Yield	N/A 4,8,6	2,573	5/5/7		2,317	
	Allbritton Communications - acq financing for Fisher Commun (D027037)	Bonds-Corporate High Tield		ı				

BANKER	DEAL Caylord Entertainment - Project Worship / Worship (D013127) Gray Television - HY offering (4Q 02) (D025684) Gray Television - HY offering (4Q 02) (D022667) Gray Television - bank-qequity financing (4Q 02) (D022667) Gray Television - bank-qequity financing (4Q 02) (D022667) Gray Television - bank-qequity financing (4Q 02) (D022667) Grandmark Communications - HY offering (4Q 02) (D027241) Salem Communications - secondary offering (4Q 02) (D027241) Salem Communications - secondary offering (3Q 02) (D0224428) Tribune Co- ageneral advisory (radio assets) (D022244) XM Satellite Radio - secondary offering (2Q 02) (D0224428) Equ	PRODUCT Divestiture Advisory Amonts-Corporate High Yield Equily-Secondary Senior Bank Debt Soliner Mas, Advisory Bonds-Corporate High Yield Equily-Secondary Equily-Secondary	PROB NA NA N	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE 1,621 431 5,287 1,297 2,03 1,06 1,06	JAN FRANCHISE VALUE	PRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Mcrris, J.L. Matcolm	AOL Time Warner - convertible offering (3Q 02) (D024044) Pelican 1 (D015959) Bon Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959) Sen Hughes/PanAmSat - Project Pelican/Interim financing 1Q02 / Pelican 1 (D015959) Sen Plinacie Holdings - general advisory (2001) (D010190) Spectratile Holdings - Falmeso Copinion (SDC) (D022702) Tim Brazil - Project Effer/Phase 1 (strategic alliance) / Effel - 1. (D014121) Other TV Globo - Project Waves / Waves (D013928)	Equity-Conventible Bonds Bonds-Corporate High Yield Senior Bank Debt Divastiture Advisory Einness Opinion Other M&A Advisory Divastiture Advisory	% 4 4 4 4 7 7 7 7 7 7 7 7 7 7 7 7 7 7 7	096	5,480 5,960 960 533 1,578		9,467	
Paul, Gregory R.	AMC Entertainment - acq financing for General Cinema (D013388) Acine Communications - general advisory (D006356) Acine Communications - general advisory (D006356) Acine Communications - general advisory (D0008368) Borne Communications - general advisory (D0008303) Ketasobes Thateria - HY bond offering (10 01) (D002033) Ser LIN Talevision - IPO (D020127) Love Cineplose Enterfariment - exit inancing (10 02) (D015576) Young Broadcasting - HY Offering (40 01) (D014861) Young Broadcasting - general advisory (Kron Station) (D025304) Div	Bonds-Corporate High Yield Divestiture Advisory Divestiture Advisory Divestiture Advisory Senior Bank Debt Senior Bank Debt Gquik-HPO Senior Bank Debt Bends-Corporate High Yield Bonds-Corporate High Yield Divestiture Advisory	727 728 728 728 728 728 738 738 738 738 738 738 738 738 738 73		462 1,605 659 10,033 1,930 527	55	355	
Silver, Ellen L.	Kerasotes Theaters - Bank Financing (3Q 02) (D021255) Loews Chreptex Entertainment - exit financing (1Q 02) (D016576) Young Broadcasting - HY Offering (4Q 01) (D014961)	Senior Bank Debt Senior Bank Debt Bonds-Corporate High Yield	Z Z Z Z Z Z Z	1 1 1	659 1,930 527			x v 3
Tr#fo, Dyan	181 & Sh (D010328)	Nyestitura Advisory Nyestitura Advisory Santo Bank Debt Bank Debt Acquistiton Advisory Acquistiton Advisory Block Trada Book Trada Book Trada Book Trada Book Trada	N/A 25% 50% N/A N/A 0% 0%		3,870 2, 244 3,408		4,256 1,702 1,702 9,457	
Yung, Sun J.	AT&T Broadband - general advisory (Project Twist & Shout) / Twist & Sh (D010328) Div Comcast - acq fireg for AT&T Broadband (participant bank) (D020813) Selected Solutions - convertible offering (2O 02) (D020857) Equations Solutions - convertible offering (2O 02) (D020857) Extrao Bowes - I.G sharing (2O 02) (D0201168) Book (20 02) (D0201168) Solutions - equity private placement (2O 02) (D021168) Prospectible - equity private placement (2O 02) (D021168) Acquisition of Barconet-Project Baseball (B013401) Acquisition of Barconet-Project Baseball (B013401)	Divestiture Advisory Senior Bank Debt Equity-Convertible Bonds Bonds-Corp. Investment Grade Private Placement-Equity Acquisition Advisory	N/A N/A N/A N/A N/A		3,670 5,025 845 160 1,524		702	

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rre Year Peline aability Inted(2)			

	Č		2	B/W PRIOR	Ç.	Balance Of	Year					Future Year
PRODUCT	Franchise Revenue	Franchise Revenue	Franchise	Franchise	Franchise Revenue	Thru 12/31 Pipeline	Weighted Pipeline	2003 Full Year Forecast	2002 Full Year Plan	B/W 2002 Full Year Plan	Future Year Pipeline(2)	Probability Weighted(2)
M&A	410	8,555	18,347	(9,793)		59,171	8,547	17,102	28,920	(20,365)		
Just Auvisory Tatal Advisory	410	8,555	18,347	(8,793)		59,171	8,547	17,102	28,920	(20,365)		
ABL Origination	,			,		,		,		• •		
HYCM	•	7,262	2,492	4,770	•	3,688	1,844	9,106	8,265	(1,003)	•	•
Leverage Loan Fees	•	5,261	11,231	(9,870)		4,783	2,641	7,902	8,260	(2,999)		
Project Finance				,	,			,			•	
Leveraged Portfolio Revenue Real Betate Investment Banking				• 1	, ,			, ,		. ,		, ,
Total Debt Products		12,523	13,722	(1,200)		8,471	4,486	17,008	16,525	(4,002)		
Equity Underwriting	~	26,103	20,865	6,238	•	44,967	10,239	36,342		26,103		,
Private Placement-Equity	,		•		1	,		•		•		•
Structured Equity Transactions Group	1	٠	162	(162)		•	,	•		,	,	•
Tctal Equity	+	26,103	21,027	6,078	,	44,957	10,239	36,342	28,920	(2,817)	•	
Capital Benefit / Treasury Allocation	•	•	•	•	•	,	•	ı		. ,	•	•
Other Global Markets		•	900	(300)		•		,			,	,
GM DCM JV	,	•	15,705	(15,705)		,		,		•		•
Legacy PF / Telecom / LA Portfolio - NIM	•			•	•	•		1		٠		,
Principal Investing / PE Exceptions / Other	•	4,191	,	4,191				4,191		4,191	'	'
Total Legacy Portfolios / Cross Selling / Other	•	4,191	16,605	(12,414)		•		4,191	8,265	(4,074)		•
		760 73	704 00	140 041		44.2 600	23 272	74 643	82.630	(34.259)		

Notes:
1) Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deal

	FRANCHISE - REVENUE BY DEAL AS OF : 15.JAN-2003 EUROS IN 000'S EUROPE:MEDIA.				
PRODUCT	DEAL	Franchise Revenue Dec	Franchise Revenue YTD(Dec)	Franchise Revenue Jan	Other Coverage Groups
	Bertelsmann - Project Rock / Rock., (D014619) Fininvest - (Focus) / Focus (ex-Slimfast) (D016069) Gazprom - sale of Gazprom Media to Sputnik Group (Astra) / Astra * (D013840) Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube) / Ice cub (D015714) JCDecaux - acquisition advisory - Project Daedalus / Daedalus. (D022235) Johnston Press - Acqn advisory for RIM / Pacific. (D014213) ProSieben - merger advisory with Kirch Media (Pjt Concordia) / Concord (D014982) StoryFirst - valuation of Russian assets (D025060) Taylor & Francis - acqn of Kluwer Academic Publishing (Kafka) / Kafka (D022841)	250 (12) 	2,010 500 2,367 77 30 2,188 750 352		None ITALY EUR TECH, Rus.&Turk. Oth. Eur., PORTUGAL EUR TECH, FRANCE UK EUR TECH None EUR SPON, UK
Total M&A	i Ft - Project Zamora (Latin Américan Acquisitions) / Zamora (D993871)	410	8,555		IBERIA
Total Advisory		410	8,555		
Total HYCM	ProSieben - HY and debt refinancing (D022609) Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)		5,333 1,929 7,963	1 6	EUR SPON EUR SPON
			707',	•	
Total Leverage Loan Fees	Johnston Press - £680mm debt financing for RIM acquisition / Jupiter - (D014834) ProSieben - HY and debt refinancing (D022609) TF1 - EUR 350mn refinancing - July 2002 (D022100) Vivendi Universal Entertainment - Refinancing (D025558) Yell - US\$40mm financing for acqn of Mcleod Publishing (D020465)		1,980 1,712 151 1,125 292 5,26 1		EUR SPON, UK EUR SPON, GERMANY None EUR SPON, NA MEDIA EUR SPON
Total Debt Products			40 500		
		·	27,752		
	JCDecaux - IPO (project Fox) / Fox (D004897) Johnston Press - rights issue for acqn of RIM (D022644) Publicis Groupe SA - convertible bond Q1 2002(King) / King * (D016091) Vivendi Universal - mandatov convertible hand (D026823)		(1,629) 1,649 3,747		None UK FRANCE FRANCE
Total Equity Underwriting		-	26,103		
Total Equity		-	26,103		
Bertelsmann - USD 1 Total Principal Investing / PE Exceptions / Other	Bertelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023640) Exceptions / Other	. •	4,191		None
Total Legacy Portfolios / Cross Selling / Other	ss Seiling / Other		4,191		
Total Corporate Finance Product	duct	411	51,371		

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		Probability Weighted Pipeline	1,135 500 500 750 100 188 1,125 1,250 1,000	8,647	8,547	1,844	1,891 750 2,641	4,486	1,875 6,000 2,364 10,239	23,272	
		Franchise Revenue Total	1,135 5,000 2,000 9,000 1,000 1,000 4,500 4,500 4,000 4,000 1,000 10,000	59,171	59,171	3,688	3,783 1,000 4,783	8,471	15,000 2,500 8,000 10,000 9,457 44,957	112,599	
		Future Years	(1,135) (5,000) (2,000) (3,000) (100) (250) (5,000)	(26,485)	(28,485)	(3,688)	(3,783) (1,000) (4,783)	(8,471)	(2,500) - (9,457) (11,957)	(46,913)	
		Balance Of Vear 2003	6,000 4,500 4,000 4,000 9,457	32,686	32,686				15,000 8,000 10,000 33,000	65,686	
	e Value	Apr	. , 00 ví	5,000	5,000					5,000	
	Franchise Value	Mar	3,000 1,000 1,000 1,000	18,100	18,100		1,000	1,000	2.500	21,600	
AL		ਜ ਹ	2,000	2,250	2,250	3,688	3,783	7,471		9,721	
PELINE BY DE JAN-2003 IN 000'S	NO STATE OF THE ST	Jan	135	1,135	1,135			•	9,457 9,457 9,457	10,692	
RANCHISE - PI AS OF 15 EUROS	Elovine Co.	L PROBABILITY	000 22 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0			50	50 75		0 75 75 0 25		
<u>Li</u>		g neonict nea	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Miffilin / Versalile (D025086) Barn Capital/TH Lee etc - EXCLUSIVITY for Houghton Miffilin / Versalile (D025086) Bcosey & Hawkes - acqn of BertelsananSpringer (Chess) / Obess ** (D024783) Bcosey & Hawkes - (Bourseliture acustication of the state in SES (D01448) Deutsche - Brivatiture - Sale options for 16% stake in SES (D01448) Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025150) Fininvest - (Focus) / Focus (ex-Stimfast) (D016089) JCDecaux - acquisition advisory - Project Daedalus / Daedalus (D022235) Pearson pic - strategic advisory re Interactive Data Corp (D025865) ProSleben - strategic advisory re Interactive Data Corp (D025865) Reuters - strategic davisory re Interactive Data Corp (D025865) Taylor & Francis - pol acqn of Blackwell STM publishing subs (D02872) Viend Universal - disposal of US stakes (D0268431) Viend Universal - disposal of US stakes (D0268431)	VIVEIIII - Caral Fius Fierini asses moveon (ex. romovigos) - Caraca (ex	Total Advisory	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086)	Bain Capital/TH Lee etc - EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Vivendi Universal Entertainment - Refinancing (D025558) [Total Leverage Loan Fees	Total Debt Products	Axel Springer/Kirch - Secondary Offering - Project Annabelle / Annabel (D022480) BSkyB - GBP 200 million convertible bond (D020295) SES Global - 6700-1bn IPO - Project Gerard2 / Gerard2 (D013535) Texas Pacific Group - IPO (Hunter) / Hunter * (D022792) Vivendi Universal - disposal of US stakes (D025431) Total Equity Underwriting	Total Corporate Finance Product	

FRANCHISE FUTURE PIPELINE 			
2003 FRANCHISE PIPELINE 5,000 1,135 3,783 3,783 4,000 4,000 10,000	15,000 2,000 2,000 1,135 3,688 3,688 3,783 1,783 1,000 4,500 4,000 6,000 6,000 6,000 6,000 6,000 7,000 6,000	4,729 9,457 9,457 10,000	25000 25000 25000 250000000000000000000
JAN FRANCHISE VALUE			
YTD DEC FRANCHISE VALUE 2.367 2.188 1.980 1.980 1.980	2,010 4,191 77 77 30 30 151 110	3,747	2,010 500 2,367 5,333 1,712
DEC FRANCHISE VALUE 		(12)	
PROB 100% 50% 50% NIA NIA NIA 25% 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0 0	0% 75% 100% 50% 50% 50% 100% 25% 100% 126% 100% 126% 100% 100% 100% 100% 100% 100% 100% 10	0% A 25% A 2	2562 2563 7588 758 758 758 758 758 758 758 758 75
PRODUCT Acquisition Advisory Acquisition Advisory Bonds-Corporate High Yield Senior Bank Debi Valuation Acquisition Advisory Equity-Rights Senior Bank Debi Acquisition Advisory Acquisition Advisory Block Trade Divestiture Advisory Block Trade Divestiture Advisory Bonds-Corporate High Yield Senior Bank Debi	Equity-Secondary Acquisition Advisory Equity-Convertible Bonds Acquisition Advisory Bonds-Corporate High Yield Sentor Bank Delx Acquisition Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory Acquisition Advisory Acquisition Advisory Defense Advisory Bellok Trade Divestiture Advisory Block Trade Divestiture Advisory Block Trade Divestiture Advisory Block Trade	Merger Advisory Acquisition Advisory Equity-Convertible Bonds Block Trade Divestiture Advisory Divestiture Advisory	Acquisition Advisory Divestiture Advisory Divestiture Advisory Divestiture Advisory Fairness Opinion Fairness Opinion Valuation Bonds-Corporate High Yield Senior Bank Debt Merger Advisory Defense Advisory
DEAL BC Parners - acqn of BertelsmannSpringer (Chess) / Chess ** (D024783) Bain Capital/TH Lee etc. = EXCLUS/INTY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUS/INTY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUS/INTY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUS/INTY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUS/INTY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUS/INTY for Houghton Mifflin / Versaille (D025086) Johnston Press Agang advisory for RIM Pacific (D014715) Johnston Press E880mm debt financing for RIM facquisition / Jupiter. (D014834) Taylor & Francis - pot action of Blackwell STM bublishing subs (D012812) Taylor & Francis - pot action of Blackwell STM bublishing (Kafka) / Kafka (D022841) Vivendi Universal - disposal of US stakes (D025431) Vivendi Universal - disposal of US stakes (D025431)	Axel Springer/Kirch - Secondary Offening - Project Annabelic / Annabel (D022480) BC Partners - acqu of BertelsmannSpringer (Chess) / Chess ** (D024783) BSky8 - GBP Z00 million convertible bond (D020266) Bain Capital/TH Lee etc. = EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Bain Capital/TH Lee etc. = EXCLUSIVITY for Houghton Mifflin / Versaille (D025086) Benelsmann - USD 1,450 bn syndicated loan facility - Jan02 (D023840) Bocusey & Hawkes - divestive advisory/defence & refinancity / Bronze (D015389) Digiturk - sell-side advisory (D025150) Digiturk - sell-side advisory (D025150) Impressi/Cohin—poil merger of Impress w/ Investec (Ice Cube) / Ice cub (D015714) JCDecaux - IPO (projeat Fox) / Fox (D04887) JCDecaux - Exclusion advisory - Project Daedalus / Daedaus, (D02235) JCDecaux - acquisition advisory - Project Daedalus / Daedaus, (D02235) JCDecaux - acquisition advisory - Project Daedalus / Poacatx, (D02235) JCDecaux - acquisition advisory - Project Cherardz (D013535) Sec Sibbar - strategic advisory re 53% stake in Tiboo (D026022) SEC Sibbar - \$F00-1 ton IPO - Project Cerardz (Cerardz (D013535) TF1 - EUR 350nn rellancing - July 2002 (D022100) TF1 - EUR 350nn rellancing - July 2002 (D022100) TF1 - EVR 350nn rellancing - July 2002 (D022100) TF1 - Froject Sannor (Latin American Acquisitions) / Zannora (D993871) Vivend Universal - disposal of US stakes (D026431) Vivend Universal - disposal of US stakes (D026431) Vivend Universal - disposal of US stakes (D026431)	Impresa/Cofina -pot merger of Impresa w/ Investec (Ice Cube.) / Ice cub (D015714) Pearson pic - strategic advisory re Interactive Data Corp (D02885) Publics Groups SA - convertible bord of 12002(King.) / King.* (D016091) Vivend Universal - disposal of US stakes (D025431) Vivend Universal - disposal of US stakes (D025431) Vivend Universal - disposal of US stakes (D025431) Vivendi Canal Plus French assets W&AECM (ex. Technologies) / Cantabil (D025296)	Berteismann - Project Rock / Rock (D014819) Digiturk - sell-side advisory (D025150) Fininvest - (Focus) / Focus (ex-Simfast) (D018069) Fininvest - (Focus) / Focus (ex-Simfast) (D018069) Fininvest - (Focus) / Focus (ex-Simfast) (D018069) Fozbichen - YY and debt refinancing (D022809) ProSieben - HY and debt refinancing (D022809) ProSieben - merger advisory with Kirch Media (Pit Concordia) / Concord (D014382) ProSieben - strategic divestiture advisory - Project Phoenix / Phoenix (D023312)
BANKER Auslin, Geoffrey	Lovegrove, Slephen	Lovell, Nicholas	Macinnes, Bruce

	FRANCHISE.	REVENUE & PIPELINE BY MD & DIR 2003-01-15 (Wed) EUROS IN 000'S Europe Media	31					
BANKER	DEAL StoryFirst - valuation of Russian assets (D025060) Texas Pacific Group - IPO (Hunter) / Hunter * (D022792)	PRODUCT Valuation Equiy-IPO	PROB %0 %	DEC FRANCHISE VALUE	YTD DEC FRANCHISE VALUE 352	JAN FRANCHISE VALUE	2003 FRANCHISE PIPELINE	FRANCHISE FUTURE PIPELINE
Ттил-Hohenstein, Christian	Bertelsmann - Project Rock / Rock. (D014619) Bartelsmann - USD 1,450 bin syndicated loan facility - Jan02 (D023640) Deutsche Telekom - Sale options for 16% stake in SES (D011449) Fininvest - Focusis / Focus (ex-Simfass) (D016059) Fininvest - (Focus) / Focus (ex-Simfass) (D016059) Taylor & Francis - pot acon of Blackwell STM publishing subs (D012872) Vivendi Universal - mandatory convertible bond (D026558) Vivendi Universal Enterlaimment, Refinancia (D0026558)	Acquisition Advisory Short Term Finance Divestiture Advisory Fairness Opinion Fairness Opinion Acquisition Advisory Equity-Convertible Bonds Endge Loans	N/A N/A 0% 75% 75% 25% 75%		2,010 4,191		6,000 250 250 4,000 1,000	

Notes:
1; Deals are included within the group on the basis of senior banker involvement per client manager for booked deals and pipeline deals
2; Balance of Pipeline includes all future years

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	Other Coverage Groups	None					
	Franchise Revenue Jan		9	•			
	Franchise Revenue YTD(Dec)	(1)	(1)	(1)			
Y DEAL.	Franchise Revenue Dec	(0)	(0)	(0)			
FRANCHISE - REVENUE BY AS OF: 15-JAN-2003 EUROS IN 000'S ASIA PACIFIC MEDIA							
	DEAL	Unallocated Event (***) Total Principal Investing / PE Exceptions / Other	Total Legacy Portfolios / Cross Selling / Other	nce Product			
	PRODUCT	Total Principal Invesi	Total Legacy Portfoli	Total Corporate Finance Product			